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News Letter

No. 88

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Before-and-After Package Exhibit

The Association has arranged for a Before-and-After exhibit of packages which will be conducted at the Packaging Exposition by the American Management Association itself. The Association is anxious to secure approximately forty new packages and their predecessors as a means of demonstrating to those attending the Packaging Exposition the vast improvements that can be made in the appearance and effectiveness of the package. The Before-and-After exhibit will be arranged by the Diorama Company, specialists in display.

Those interested are invited to write the Association at 20 Vesey Street, New York, N. Y.

Wolf Package Competition

Members who are interested in securing information concerning the Wolf Package Competition can write the Association, 20 Vesey Street, New York City, for a copy of the announcement.

Officers and Directors

At a meeting of the Board of Directors of the Association in Cleveland on November 11, 1931, the following officers were elected:

Chairman of the Board

SAM A. LEWISOHN, Vice President and Treasurer,
Miami Copper Company.

President

W. J. GRAHAM, Vice President, Equitable Life
Assurance Society of the U. S. A.

*Vice President in Charge of Programs and
Publications*

ARTHUR H. YOUNG, Secretary, Industrial Rela-
tions Counselors, Inc.

Vice President in Charge of Finance Committee

HAROLD V. COES, Manager, Industrial Depart-
ment, Ford, Bacon & Davis, Inc.

Vice President in Charge, Personnel Division

HARVEY G. ELLERD, Director of Personnel,
Armour and Company.

*Vice President in Charge, Office Management
Division*

COOKE LEWIS, Vice President, Liberty Mutual In-
surance Company.

Vice President in Charge, Financial Division

E. E. LINCOLN, Economist, E. I. du Pont de
Nemours & Company.

Vice President in Charge, Public Relations Division

C. ALISON SCULLY, Vice President, Bank of Man-
hattan Trust Company.

Vice President in Charge, Production Division

O. D. REICH, Vice President and Works Man-
ager, Dexter Folder Company.

Vice President in Charge, Shop Methods Division

P. L. DILDINE, Manager-Factory Standards, B.
F. Goodrich Company.

Vice President in Charge, Insurance Division

P. D. BETTERLEY, Assistant Treasurer, Graton &
Knight Company.

*Vice President in Charge, Industrial Marketing
Division*

C. J. STILWELL, Vice President, The Warner &
Swasey Company.

*Vice President in Charge, Consumer Marketing
Division*

IRWIN D. WOLF, Secretary, Kaufmann Depart-
ment Stores, Inc.

Vice President and Treasurer

H. B. GILMORE, Secretary, Western Electric
Company, Inc.

Assistant Treasurer

E. R. FINCH, Assistant Secretary, Western Elec-
tric Company, Inc.

Vice President and Managing Director

W. J. DONALD.

Secretary

The Managing Director announced the appoint-
ment of KENNETH B. ANDERSEN as Secretary of the
Association.

Newly Elected Directors

At the Annual Meeting of the Association in Cleveland on November 11, 1931, the following directors were elected for the three year term, 1931-1934:

P. L. DILDINE, Manager, Factory Standards, B. F. Goodrich Company.

IRWIN D. WOLF, Secretary, Kaufmann Department Stores, Inc

E. S. LAROSE, Assistant Controller, Bausch & Lomb Optical Company.

H. R. LANE, Vice President, The Kendall Company.

E. E. BRINKMAN, Industrial Engineer, Holeproof Hosiery Company.

CLEMENT SAY, Secretary and Treasurer, Northern Electric Company.

WILLARD S. WORCESTER, Secretary and Treasurer, Square D Company.

OLIVER F. BENZ, Director of Sales, Du Pont Celophane Company.

J. H. MACLEOD, Vice President, The Hinde & Dauch Paper Company.

C. A. BETHGE, Vice President, Chicago Mail Order Company.

Production Divisions

After careful consideration by the Board of Directors, the Finance Committee and the Executive Committee, it has been decided to change the existing Production Division to a **Job Order Production Division** with O. D. REICH, Vice President and Works Manager, Dexter Folder Company, as Vice President in Charge.

The existing Shop Methods Division has been changed to **Mass Production Division** with P. L. DILDINE, Manager-Factory Standards, B. F. Goodrich Company, as Vice President in Charge.

The program on **Production Planning and Control** scheduled for the existing Shop Methods Division will be held by the Mass Production Division in Dayton, January 19 and 20.

The meeting planned for Chicago in March will be held by the Job Order Production Division, the subject being **Long Range Production Planning**.

This decision was based on the conviction that interest in the activities of the Association in these production fields divides more naturally on the basis of the character of the production situation rather than upon the character of the problem. Shop methods problems are an integral part of production whether in a job order situation or a mass production situation.

Production Planning Conference

In order to insure plant visitors a chance of operating it has been found that the dates of the Production Planning Conference to Tuesday and Wednesday, January 20, 1932. The Conference will be held at the Cleve Hotel, Dayton, Ohio.

The following companies are attending this Conference to visit on Tuesday afternoon:

The Crawford, MacGregor
The Dayton Rubber Manu
Dayton Steel Foundry Co
Delco Products Corporation
Frigidaire Corporation
General Motors Radio Co
Harris-Seybold-Potter Co
The Inland Manufacturing
The Lowe Brothers Comp
The McCall Company
The National Cash Register
U. S. Army Air Service-
Division, Wright Field.

The remaining three half-days will be devoted to **production planning, mass production, job order production plants**. A description of forms and a demonstration of forms and a production plant will be presented by The National Cash Register in the direction of R. F. WHISLER, Hosiery Department. The job order description of methods followed by the Gleason Works, N. Y. It is being presented by A. E. CROCKETT, Secretary of the Management Council, Rochester C. The Procedure in the modified mass production will be outlined by a group under the direction of CRAIGMILE, General Superintendent of Manufacturing Company, Chicago.

On Tuesday evening there will be a meeting. The two papers scheduled for Tuesday are **Translating the Long Range Program**, by G. M. FULLARTON, Assistant Superintendent of Manufacturing Works, Western Electric Company, and **Contributions of the Shop Methods to Long Term Planning**, by T. G. GILBERT, The B. F. Goodrich Co.

Planning and Control Conference

plant visits when factories are found advisable to change the Planning and Control Conference Wednesday, January 19 and Conference will be held at the Van Ohio.

panies have invited those attending to visit their Dayton Plants

Gregor Canby Company
Manufacturing Company
ry Company
poration

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io Corporation
er Company
cturing Company
Company

ny
Register Company
ervice—Material Engineering
Field.

half-day sessions will be de-
planning and control in the
order, and modified mass
description of technique and
as and methods for the mass
be presented by a group from
gister Company under the di-
LER, Head, Standards Depart-
description will be based on
ne Gleason Works, Rochester,
esented by a group organized
Secretary, Industrial Manage-
ster Chamber of Commerce.
ied mass production plant will
o under the direction of C. S.
uperintendent, Belden Manu-
chicago.

y there will be a dinner meet-
scheduled for this session are
g Range Plans into a Shop
ULLARTON, Assistant Superin-
uring Planning, Hawthorne
ric Company, and The Con-
op Methods Man to Long
G. GRAHAM, Vice President,

Extra Copies of Publications Available to Members Only on

General Management

- ☐ How the Manufacturer Copes With the Fashion, Style and Art Problems—G. M. 98..... \$1.00
By PAUL BONNER, PAUL THOMAS, J. E. ALCOTT and H. E. NOCK.
- ☐ The Renaissance of Art in American Business—G. M. 9975
By RALPH ABERCROMBIE, Manager, Dress Goods Retailers Department, Cheney Brothers.
- ☐ Additional Compensation Based Upon Performance in the White Sewing Machine Company—G. M. 10075
By A. S. RODGERS, President.
- ☐ Executive Bonuses in the American Rolling Mill Company—G. M. 10175
By S. R. RECTANUS.
- ☐ Employee Training in the Northern Indiana Public Service Company—G. M. 10275
By MORSE DELLPLAIN, Vice-President.
- ☐ Some of the Conditions Which Are Bringing Forth Mergers—G. M. 10375
By O. W. VISSCHER, Editor, La Salle Extension Bulletin, La Salle Extension University.

Shop Methods

- ☐ Shop Methods—S. M. 1 \$1.50
By P. L. DILDINE, E. E. BRINKMAN, W. T. FOULTZ, R. H. MAXSON and S. M. WOODWARD.
- ☐ Process Development—S. M. 2 1.50
By C. A. PURDY, G. E. SCHULZ, E. O. LARSON, GEORGE S. CASE, LEONARD BAKER, C. E. STEVENS, C. W. BROSTEDT, R. C. BENNETT, JOHN D. LANNON and JOHN W. HALLOCK.

Insurance

- ☐ Use and Occupancy Insurance—Ins. 5 \$.50
By P. D. BETTERLEY, Assistant Treasurer, Graton & Knight Company.
- ☐ Employers' Public and Contingent Liability Risks—Ins. 650
By D. M. LOUGHMAN, Insurance Director, General Outdoor Advertising Company, Inc.
- ☐ Catastrophe Hazards—Ins. 750
By P. D. BETTERLEY, Assistant Treasurer, Graton & Knight Company.
- ☐ Stabilizing a Business Enterprise Through Life Insurance—Ins. 850
By EDWARD M. McMAHON, Second Vice-President, The Chase National Bank of the City of New York.

Public Relations

- ☐ Management's Responsibilities—The Changing Attitudes of the Public, the Consumer, Employees, Management Itself—P. R. 1 \$.75
By WILLIAM J. GRAHAM, Vice-President, The Equitable Life Assurance Society of the United States, President, American Management Association.

Industrial Marketing

- ☐ An Approach to the Problem of the Development of Industrial Salesmen—I. M. 10 \$.75
By W. A. McDERMID, Consultant in Sales Management.
- ☐ Industrial Marketing Research—I. M. 11..... .75
By WALTER EMERY, Director of Commercial Research, United States Rubber Company.
- ☐ Industrial Marketing Data—I. M. 12..... 1.00
Sources of Information in the Department of Commerce: Bureau of the Census, Bureau of Foreign and Domestic Commerce, Bureau of Mines and Bureau of Standards.

Consumer Marketing

- ☐ Progressive Packaging—C. M. 6 \$1.50
By C. B. LARRABEE, BEN NASH, ARTHUR H. OGLE, JOHNSON ROGERS, EDWARD DAHILL, ARTHUR S. ALLEN, D. E. A. CHARLTON, J. D. MALCOLMSON, H. H. JONES, C. F. WILDING, E. C. PRESTON, L. B. STEELE, HOWARD OTTEN and ERNST B. FILSINGER.

Personnel

- ☐ The United States Rubber Company's Use of a Dismissal Wage—Pers. 6 \$.75
By E. H. LITTLE, Assistant Supervisor of Industrial Relations.
- ☐ The Man Over Forty—The Relation of Health to His Employment—Pers. 775
By EUGENE LYMAN FISK, M.D., Medical Director, Life Extension Institute, Inc.

The Association prints a small supply of extra copies of publications in order to meet the needs of members who wish extra copies for distribution within the company.

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AMERICAN MANAGEMENT ASSOCIATION
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